

1957 - WHOLESALE PRICE LIST - 1957

Color pictures available. See details at bottom of price listing. Take advantage of our Central United States location and save on transportation costs. All shipments are direct to you from our farms in Western Oklahoma. Try an order with us for finest top quality fresh live divisions and prompt service. Satisfaction guaranteed or money refunded.

VARIETY AND DESCRIPTION

RED KING HUMBERT — Large light red flowers; bronze foliage; medium tall.
CITY OF PORTLAND — Large beautiful plain pink flowers; green foliage; medium tall.
YELLOW KING HUMBERT — Large yellow flowers varigated with lighter and darker shades of yellow; green foliage; med. ht.
HUNGARIA — Large dark pink flowers; green foliage; dwarf.
COPPER GIANT — An extremely large and beautiful salmon copper shaded pink flowers; green foliage; medium tall.
RICHARD WALLACE — Extra beautiful large clear light yellow flowers; thick fine textured green foliage; dwarf.
KING MIDAS — Extraordinary red dotted yellow flowers, extremely attractive; dark green foliage; dwarf.
ROSEMOND COLE — Extra beautiful extremely large gold edged light red flowers; beautiful deep green uniform foliage; extremely dwarf height.
VARIGATED SPECIAL YELLOW — Extremely large deep yellow flowers dotted with extra dark red spots, some with half red and half yellow petals ten inches in diameter; foliage bluish green with touches of bronze purple; medium height.
FIREBIRD — Attractive medium red flowers, different to all others; green foliage; dwarf.
RED DAZZLER — Darkest red large flowers; green foliage; tall.
WYOMING — Large orchid flowering dark orange; bronze purple foliage; medium height.
SHENANDOAH — Beautiful large pink flowers; bronze foliage; dwarf.
PINK BEAUTY — Nice size dark pink flowers edged in gold colored trim; green foliage; dwarf.
APRICOT — Large shell pink flowers; green foliage; extremely dwarf.

FOLIAGE CANNAS

AMBASSADOR FOLIAGE CANNA — Extra large bronze leaf, very attractive and hardy for background planting; very small orange flowers; 5 to 6 feet tall.
GREEN FOLIAGE CANNA — Beautiful light green foliage; very small orange flowers; 5 to 6 feet tall.

Following wholesale prices apply to the seventeen varieties listed above for hand graded, number one top quality large size, hand trimmed two to five eye divisions:

50 Divisions	7c each
100 Divisions	6½c each
1000 Divisions, per 1,000	\$47.50
5000 Divisions or more, per 1,000	\$42.50
50000 Divisions or more, per 1,000	\$37.50

Following prices apply to the above 17 varieties. Number two trimmed medium size 2 to 3 eye divisions, Number three, trimmed small size 1 to 2 eye divisions.

Number two divisions, per 100	\$ 3.50
Number two divisions, per 1000	\$28.00
Number three divisions, per 100	\$ 2.25
Number three divisions, per 1000	\$18.00

MIXED CANNAS

Collection of several varieties:	
Number one divisions, per 100	\$ 5.00
Number one divisions, per 1000	\$32.50
Number two divisions, per 1000	\$22.50
Number three divisions, per 1000	\$12.50

PRESIDENT CANNAS

Very large bright red flowers, beautifully shaped contrasting even growing green foliage. Dwarf. Our President stock is true even growing. Genuine dwarf, extra large flowering. Following price applies to President Canna only, for extra fine plump large 2 to 5 eye hand trimmed divisions.

Number one division, per 100	\$ 8.50
Number one divisions, per 1000	\$59.50

(Number two and Number three President not for sale.)

3% discount for cash with order. Net after order is shipped. 25% payment must accompany order. All wholesale orders F.O.B., Carnegie, Oklahoma. Wholesale stock is packed in boxes of 50 - 100 and 250 per.. NOTICE, order of less than 50 of a variety not accepted at Wholesale prices.

Do you want color cards, see below.

1957 RETAIL PRICE LIST

Varieties description, grade same as Wholesale listing. If you want to order less than 50 divisions, use the following prices.

Number one, 5 to 10 divisions	25c each
Number one, 10 to 50 divisions	20c each
Number two, 5 to 10 divisions	15c each
Number two, 10 to 50 divisions	10c each
Number three, 5 to 10 divisions	10c each
Number three, 10 to 50 divisions	5c each

Above retail prices sent postpaid anywhere in United States. No order accepted for less than 5 of a variety. C.O.D. not accepted. Cash in full must accompany each retail order.

NOTE — Dwarf, medium and tall are descriptive of the height of the varieties. The dwarf grows approximately two feet high, medium approximately three feet high, and tall approximately four feet high. Height of the different varieties may vary slightly either way, depending on richness of soil, moisture and length of the growing season. Description is based on average growing conditions.

PACKING

All varieties guaranteed different, not mixed, and labeled true to name and description as shown herein. Divisions counted and hand packed in new Bruce wire bound crates, size 13x13x26 in., capacity 1 3/5 bushels. Sufficient amount of spragnum moss (finest material known to pack cannas in) is placed between each layer of 50 divisions, to protect them from cold and bruises. Boxes are lined with two layers of new 50-lb. weight brown kraft paper.

APPROXIMATE SHIPPING WEIGHT

Number 1 Divisions	— 180 to 210 pounds per 1000
Number 2 Divisions	— 110 to 130 pounds per 1000
Number 3 Divisions	— 70 to 100 pounds per 1000

DIVISIONS PER CARTON

Number 1 Divisions	— 250 per 1 3/5 bushel crate
Number 2 Divisions	— 375 per 1 3/5 bushel crate
Number 3 Divisions	— 500 per 1 3/5 bushel crate

GRADING OF CANNAS — No. 1, 2, 3.

Each Canna plant produces three different sizes of divisions — large, medium and small. We have found it very satisfactory to offer a choice of the size wanted, and priced accordingly, eliminating large and small divisions in the same box at the Number 1 price. The Number 2 and Number 3 divisions grow and produce full size plants and flowers soon after planting just the same as the Number 1 divisions. All three grades are fresh, hand trimmed divisions that grow to full maturity and bloom by mid-summer this year.

BOOKING ORDERS

Wire or phone your order for fast delivery. Carnegie, Oklahoma, has Western Union, major motor freight line terminal, Railway Express. Send orders in now for future or immediate delivery. We take Jobber deals. Write for special prices on large orders. All orders and inquiries acknowledged promptly.

SUBSTITUTIONS

We positively will not make substitutions in your order without your permission. Many of our customers save time and correspondence by designating a second choice varieties as long as we have stock to fill your first choice selection.

WARRANTY

All shipments will be made as per our judgment, unless instructed otherwise. We will route your order if you desire, but our responsibility ceases upon delivery to the transportation company. Consignee should file claim with transportation company for any loss or damage while in transit. We exercise the greatest possible care to send only stock that should perform entirely satisfactorily, nevertheless we give no warranty as to purity, quality or description of any stock we ship, and will not be responsible for the crop. If purchaser does not accept stock on these terms, shipment must be returned in five days after receipt. Our liability in such case is limited to purchase price only.

TERM OF SALE

3% discount for cash with order. No discount except for cash with order, open account to Firms with established credit rating with HORN CANNA FARM. Others remit not less than 25% with order. Accounts must be paid no later than 10 days from date of invoice.

REFERENCES

Oklahoma National Bank, Clinton, Oklahoma
Washita Valley Bank, Fort Cobb, Oklahoma
Farmers National Bank, Carnegie, Oklahoma

REMARKS IN GENERAL

We grow cannas in strips of 12 rows each, rows spaced 40 inches apart, canna hills spaced 18 inches apart. Each strip is separated by a 12-foot strip of alfalfa. The alfalfa strip is used for driveway to make roqueing of cannas practical. 100% growing inspection — sprinkler irrigation line moving by tractor — crop rotation — variety separation — insect spraying and harvesting more efficient. Sight seeing tours arranged.

All cannas are removed from field in October each year, stored inside of modern, freeze-proof buildings with dirt left on clumps to assure full size, fresh divisions as needed. This method prevents water logged, partly frozen and dried up divisions. Our average rainfall is 30 inches per year. We are 1130 feet above sea level. With our capable irrigation system we can control our moisture conditions to an advantage.

Our canna fields are plowed and worked each year between plantings and a 100% new crop is produced each year. Storage houses are cleaned and disinfected as often as necessary to prevent disease and storage house rot.

KODACHROME COLOR PICTURES

For the first time we can furnish, at your request, pictures of a single bloom, glossy finish, true color. Photographed in our fields, size 3x4½ inch with variety printed on, of all 16 varieties listed. (Pictures not available for foliage and Mixed). These pictures show the customer before planting exactly what the Canna flower will look like. This type of picture ordinarily cost about 30c each. Volume price on same quality picture is much less. We are sure these pictures will help sell more Cannas. We are offering them to customers who request them at lowest possible price.

Color pictures 3x4½ inch, .05 each. State varieties wanted. One set of these pictures can be used during the entire season.

SUGGESTED RETAIL PRICES

Large Size, Number One - 2 to 5 eye divisions	.20 to .25 each
Medium Size, Number Two - 2 to 3 eye divisions	.10 to .15 each
Small Size, Number Three - 1 to 2 eye divisions	.05 to .10 each

BEAUTIFUL EVERBLOOMING CANNAS ARE EASY TO GROW

The Canna is probably the most popular flower to be found in the American flower garden because it produces flowers in many different colors as large as ten inches in diameter, set well ahead of large broad leaf tropical green and bronze colored foliage, de-

pending on the variety. Canna divisions that are planted in the Spring provide beautiful plants that bloom continuously from early July until frost. Cannas can be grown successfully in all parts of the Nation. The flower garden is not complete unless it has Cannas.

GROWING INSTRUCTIONS

Plant Cannas in well prepared soil four inches deep, eighteen inches apart in early Spring about the time Irish Potatoes are planted. They can be planted from last of February on up to last of June and produce flowers before frost. Reports from Customers indicate that they do well on any type of soil that will grow any type of vegetation. Phosphate, Nitrogen and Potash fertilizers proved to be the best fertilizers. Work the fertilizer into the soil. Moisture required is about the same as for Cotton, Corn and other field crops. In case of insect attacks, spray or dust as you would any other plant.

JOBBER DEAL

Most every one plants flowers in the Spring. They buy their needs locally in many cases if flowers are available and on display with color pictures of flowers they are buying shown.

Chain Store Companies, Variety, Grocery, Hardware, Drug Store, Flower Shops, Nursery, Seed Store, Novelty Stores, any business where people shop, is a good place to sell Cannas during the Flower Bulb planting season.

Place your order now for some of our fine Canna divisions. We furnish (for 5 cents each,) beautiful actual pictures of each variety to increase sales. A wise man once said one picture is equal to 10,000 words.

We take Jobber deals. Ship direct to your store or customer. If you desire, will send this Canna list to Head Office in quantity needed. Office then mails them to the Stores. We fill the orders.

Arrangements can be made for packaged Cannas.

Our Kodachrome Pictures, large divisions, choice of 16 varieties, increase counter trade sales. We have large stock on hand each season to back up your re-orders. Try retailing Cannas this year. You will be amazed at the way they sell. Order a few every week, keep fresh stock on display all during season. They will go good from now until May and even as late as June. We give 24-hour service on orders if desired. Try an order today. See how they sell. Every Summer we start taking orders for the new Spring season.

Write for details. Sell Cannas every year. Order your supply early each season from the World's Largest Canna Farm.

Include Cannas in your local advertising to increase sales.

PLEASE NOTICE

Please print or write your Return Address plain and in full. Be sure it is correct. If you want order shipped to a different address, give a clear, detailed address.

State Date Shipment is to be made - Kind of Transportation - If you want Color Cards.

When first frost occurs in fall cut off tops and mulch top of Canna beds. In areas where severe Winters are encountered, remove entire root system and place upside down in a dark cool place, leaving clump all together. In spring break apart, dividing them into 1, 2, 3, or 5 eye divisions as you prefer. One eye divisions start off with one stalk producing as many as five stalks by frost. Five eye divisions start off with five stalks producing many more by frost.

Plant divisions in round beds, along side of building, open field, garden, hedge or use for landscaping. Will perform in shady places, providing they receive four hours of sun per day.

CURRENT MOTOR FREIGHT RATES

HORN CANNA FARM, CARNEGIE, OKLA. TO:			
	Ltl Rate	Volume Rate	Minimum Rate
Seattle, Washington	719	518	20,000
Chicago, Illinois	288	197	20,000
Fort Worth, Texas	148	89	23,000
Dallas, Texas	148	89	23,000
New York City, N. Y.	419	263	23,000
St. Louis, Missouri	237	145	20,000
San Francisco, California	624	480	20,000
Los Angeles, California	589	453	20,000
Denver, Colorado	246	152	23,000
Albuquerque, New Mexico	229	140	23,000
Minneapolis, Minnesota	341	213	20,000
Kansas City, Missouri	195	119	20,000
San Antonio, Texas	208	127	23,000
Houston, Texas	208	127	23,000
Indianapolis, Indiana	284	194	20,000
Memphis, Tennessee	224	138	23,000
Birmingham, Alabama	292	173	22,000
Cincinnati, Ohio	301	207	20,000
Akron, Ohio	335	231	20,000
Philadelphia, Pennsylvania	408	239	23,000

TRANSPORTATION INFORMATION

We Ship-Motor Freight - Express - Mistletoe - By Bus - Parcel Post - Arrangements made for your pick-up at Farm.

Our location in most cases is to your advantage, for example, on 1000 No. 1 Canna divisions, shipping weight approximately 200 lbs. see chart below and note the saving on an order when distance can be cut down by ordering from nearest farm direct.

The following Information is printed on all our Bill of Lading for your protection

PERISHABLE, DO NOT LET FREEZE,
Value less than 50 cents per pound
Entitled to 3rd Class Rate

HORNS CANNA FARM

The Horn Canna Farm started on a shoestring and an idea in 1931. It has grown until today it covers the United States and many foreign countries.

Our future business depends upon your satisfaction. We want your future business, and the only way we can expect to deserve it is by giving our personal attention to every order.

Sincere personal service has built a nationwide business. We attribute our growth to the fact that we have considered every order a sacred trust between us and the final purchaser.

EVERY DIVISION YOU BUY FROM HORN CANNA FARM IS
GUARANTEED TO GIVE COMPLETE SATISFACTION OR
EVERY CENT OF YOUR MONEY WILL BE REFUNDED!

To produce and ship millions of cannas each year, our equipment consists of 10,000 feet irrigation pipe and three deep water wells capable of 1000 GPM each. Over 500 acres of land, six tractors, six transportation vehicles, thirty farm implements, including a four row canna division planting machine, six warehouses with total of 127,000 cubic feet of storage space, air conditioned and freeze proof. The canna farm is operated on a modern basis to offer you the best in Cannas at lowest possible price.

We employ twenty-five workmen experienced in growing, harvesting and shipping Canna divisions.

Cannas Are Always Popular

No flower garden is complete without a variety
of beautiful everblooming cannas

1957 Wholesale & Retail Price List

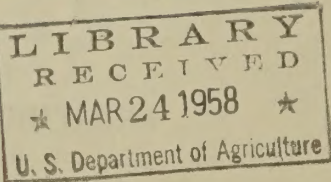
NEIL J. HORN CANNA FARM

Box 137 — Phone Alfalfa H-29

Carnegie, Oklahoma

FIRST CLASS

3-cent
Stamp



Kodachrome Color Pictures Available
To Increase Sales

Buy the finest Cannas Direct from
WORLD'S LARGEST CANNA FARM
Cannas are always popular.
High grade actual color picture of varieties
available to increase counter sales.
Size — 3 x 4 1/2 inches

TO _____
STREET _____
CITY _____ STATE _____